Nov. 17-18 Overseas Training

[Date]
- Nov. 17 (Tue), 18 (Wed) 8:30 – 12:00

[Participants]
- Trainees: 22 people, UCSD mentors: 7 people, UCSD & UTokyo staff: 8 people

[DAY1]
- Dennis Abremski: Introduction of UCSD
- Rachel Costello: How to use Basecamp
- 13 teams: 3 min. pitch
- Mentoring for each team
- Dennis: Wrap-up (Convey the importance of proposed business as a story)

[DAY2]
- Dennis Abremski: Comment for DAY1 pitch and lecture of how to do pitch
  - Good points: perform interview, utilize video, show by flow chart
  - Issues: competitors not clear, go-to-market not clear, too much technology explanation, customer impact not clear
  - Pitch is for establishing relationship with audience and it is necessary to make the pitch memorable and impressive by showing experiences and examples.
- Mentoring for each team
- Team elevator pitch: 1 min. per person
- Wrap-up